



# Contract Connection (ConConnect) and the Inter-Agency Contract Directory (ICD)

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### **OVERVIEW**

- Introduction
- Background
- Tools
- Issues and Concerns
- Keys to Success
- Conclusion

### INTRODUCTION

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### **PURPOSE**

To help you know your choices, make informed business decisions, and provide valued advice



### Introduction

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# You have a new requirement for Management Information Systems. How do you contract for it?

- a. Write your own contract
- b. Write a lead contract that others can use
- c. Use an existing AFMC contract
- d. Use a contract vehicle outside AFMC



### Introduction

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### **CONSIDERATIONS**

- Assess the pros and cons
- Conduct a decision thought process
- Assess what contracts are available

The most important consideration is knowing your choices so you can make an informed decision.



### Introduction

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### • Did you know?

- There are several Databases available to help you with Market Research and Decisionmaking.
- AFMC has many contracts available for the Program Office to use. They are listed in the ConConnect database.
- GSA, other Federal Agencies, Army, and Navy are marketing the use of their contracts
  - » It is ok to use them--important to understand their differences and consider your choices
- The Inter-Agency Contract Directory (ICD) is the newest Federal database.



### **BACKGROUND**

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# Center concerns at HQ AFMC/PK Director's Conference (Mar 99)

- Program Managers were using outside contracts
  - » Other Agencies/Services actively marketing their contracts
  - » Program Managers weren't aware of their options
  - » AFMC center used an Army contract Unaware an AFMC contract was available
  - » Paying fees without documenting value
- No process to understand and evaluate options
- No credit towards Small Business and Competition goals



- Strategy Development
  - Make our contracts competitive and available
  - Provide value to Program and Supply Chain Manager
    - » Save money & time, timely obligation of funds, valued advice
  - Recognized need to involve contract personnel early as active acquisition team members
    - » Provide advice to Program Manager
    - » Know what contracts are available
    - » Need access to evolving knowledge sources



- Price based vs cost based
- Commercial preference
- Availability of other contracting agencies
- Integrated product teams
- •Electronic commerce and information resources
- Reduced workforce
- Focus on TotalOwnership Costs

- Partnerships with industry
- •Non-traditional agreements
- Global marketing
- Reduced funding
- Increased need for flexibility and innovation
- **\*Consolidation/mergers**
- Performance based requirements
- Technology turnover
- Outsourcing



- The new focus is on a competitive advantage view
  - Theme: Know your choices, make informed decisions, provide valued advice
  - Provide tools to help
  - Provide knowledge areas and sources
- Proactive acquisition team member
- Understand and evaluate alternatives
- Consider using other AFMC/Federal contracts
- Consider writing lead contracts
  - When your center is best
  - Write it to provide best value & be more competitive



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### Give the customer best value

- Funds obligated quickly
- Reasonable cost
- Simplified process to award orders
- Within our legal boundaries



### TOOLS

- DD350 -Contract Award Reporting Requirement and the Database that is being used by many functions for various purposes
- ConConnect Market Research and Decision-Making Tool
- Inter-Agency Contract Directory -Federal-wide Database for Market Research



- DD350
  - Award Database/ Foundation Block
  - Complete and Correct Data must be entered by the Contracting Office
  - Critical Components
    - » Authorized User
    - » FSC/SVC Codes
    - » DoDAAN, DoDAAC
    - » Correct Contracting Office Symbol
    - » Correct POC



- ConConnect /Inter-Agency Contract Directory
  - Market Research Tools
  - Essentially Four Outcomes
    - » Write Your Own Contract
    - » Write a Lead Contract That Others Can Order From
    - » Use an Existing AFMC Contract
    - » Use a Contract Vehicle Outside AFMC
  - Process for Weighing Alternatives & Determining Best Option for Putting the Requirement on Contract



- All Multi-use AFMC contracts that allow ordering by other Centers or Agencies are listed in ConConnect.
- All Multi-use Federal contracts that allow ordering by others are listed in the ICD. Currently the list of multi-use contracts includes DoD, NASA, National Institute of Health contracts.
- Planned expansion
  - Include solicitations for multi-user ordering contracts
  - Provide links to contract data outside AF (GSA, Other Services and Agencies)
  - Public web site



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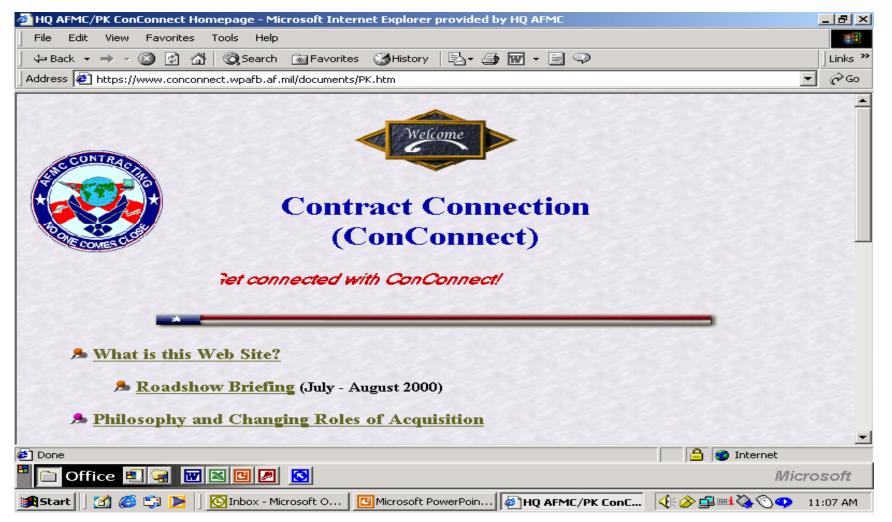
### ConConnect General Info:

- Access by: Service or Commodity, DoD Activity Address Numbers (DoDAANs), Federal Supply Class & Service Code (FSC/SVC); and soon to be DoD Activity Address Codes (DoDAACs)
- Relevant info: ordering period, scope/key words, authorized users
- Contract information input by each center
- Some contracts may only be used within a Center

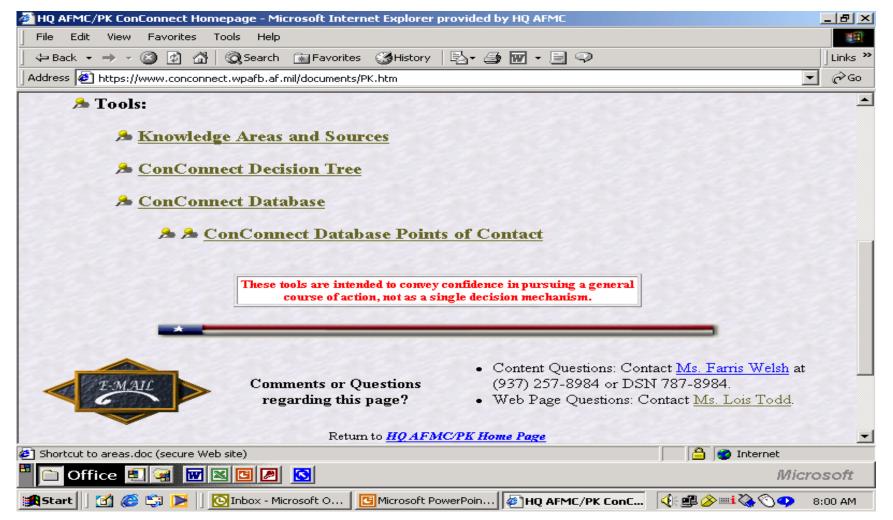
### Operational Concepts

- Centers appointed POC's for data input and integrity
- Do you know who your data entry POC is?
- Protocols have been developed to keep the database current





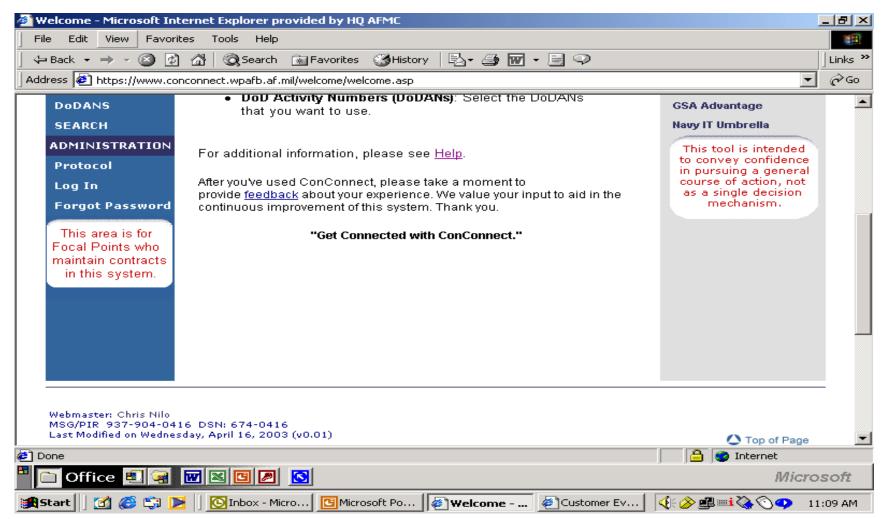




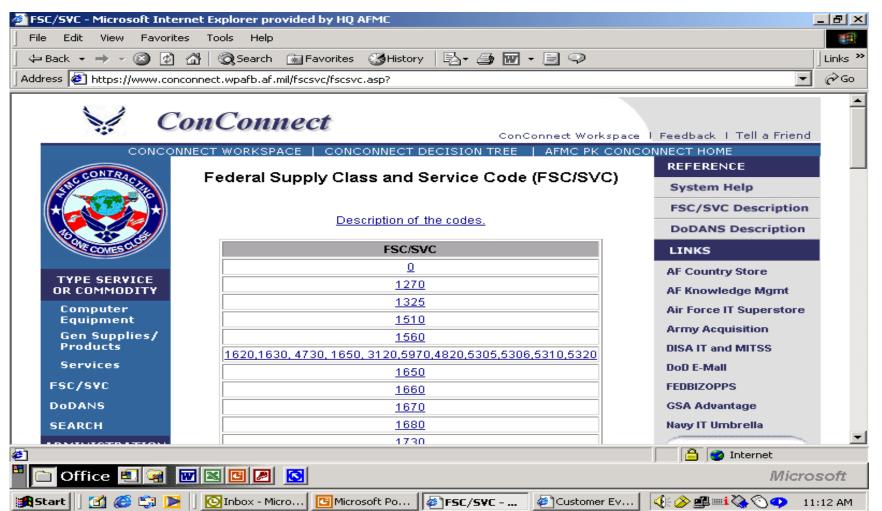












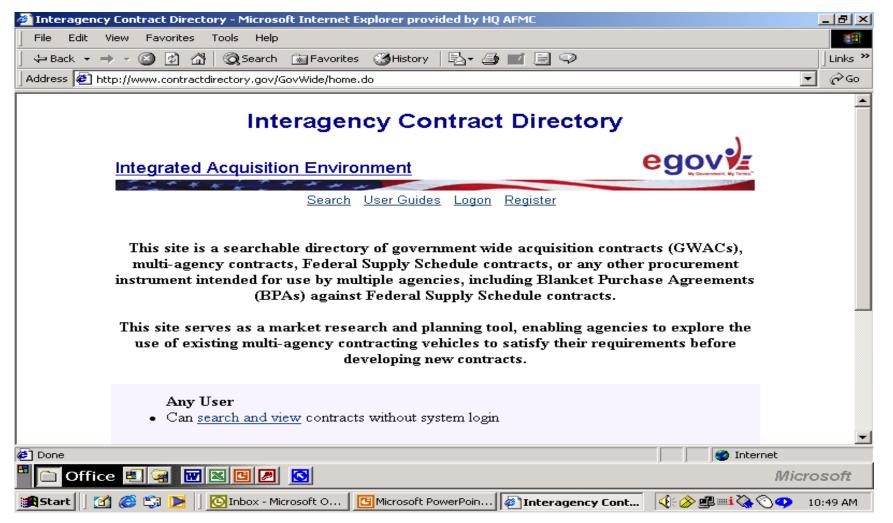


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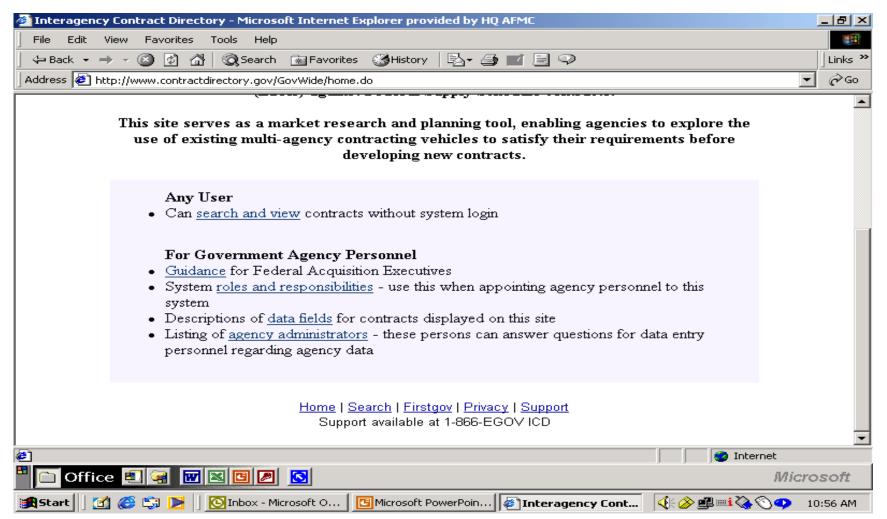
### **Inter-Agency Contract Directory (ICD)**

- Mandatory Database, OFPP memo, as of May 6, 2003
- Part of the Integrated Acquisition Environment
- Centralized, on-line access to general information about available contracts
- Agencies are responsible for their own data entry
- Useful for Market Research







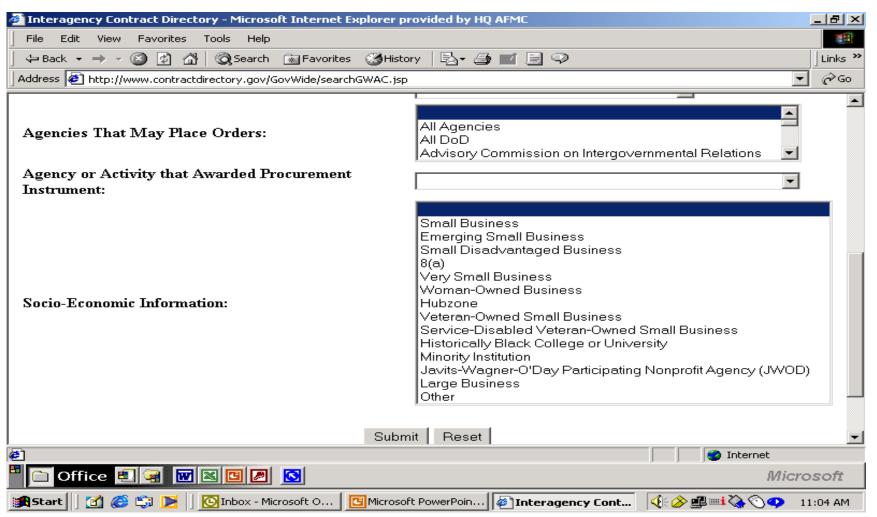














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### **WEB LOCATIONS**

- ConConnect
  - https://www.conconnect.wpafb.af.mil
- Inter-Agency Contract Directory
  - http://www.contractdirectory.gov



### ISSUES and

### CONCERNS

- Need Complete and Accurate DD350 Data
  - Multiple FSC/SVC Codes
  - Authorized Users
- Usage Rate is Low
- Focal Point Database Updates
- Conversion from DoDAAN to the DoDAAC



# KEYS TO SUCCESS

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- Enter Complete and Accurate DD350 Data
- Use the electronic database tools to help you make decisions
- Keep ConConnect data current

 Many acquisition team members hold the



### CONCLUSION

- ConConnect is the AFMC tool of choice
- Market Research and Decision-making will be made easier
- Complete and Accurate Data must be put into the system for ConConnect and the Inter-Agency Contract Directory to be effective.